

New England CPE  
Board of Directors  
November 20, 2025

ZOOM Mtg.  
10:00 am – 11:00 am

## MINUTES

1. Call to Order
2. Roll Call

NECPE Board of Directors P=Present/A=Absent

|                      |                    |                     |
|----------------------|--------------------|---------------------|
| Alkova, Viktoria (P) | Cobb, Mike (A)     | Gandia, Laura (P)   |
| Ash, Ethan (P)       | Culver, Rose (P)   | Lefebvre, Matt (P)  |
| Bacon, Matt (P)      | Dano, Brian (P)    | Nesmith, Laura (P)  |
| Boufford, Jeff (P)   | DeMello, Kathy (P) | O'Connor, Brice (A) |

### 1. Secretary's Report – R. Culver

- a. **MOTION** to accept the minutes of the November 2025 meeting. **MOTION** was **SECONDED** and **APPROVED**.

### 2. President's Report – K. DeMello

- a. There are a few openings on the board, at least two openings. Queried as to whether RI should be allocated a board meeting. E Ash strongly recommended that they be allocated a seat. M Bacon asked if there is a MA seat. E Ash said that he and N Canavan have license in MA so no need. A Ropes: only 10 members from MA. No one on current board has license in RI. M Bacon: MA has not championed NECPE like RI has. K DeMello: spoke to representative of RCAMA and said MA is interested in more collaboration. They used to have Catalyst.
- b. E Ash: Bob James was on MLS board and is interested for RI seat; does quite a bit of business, which was echoed by M Lefebvre. Also, if promoting to other states might want to delay until some time in 2026 when system is better. M Lefebvre, nomination process, maybe K DeMello brings it. K DeMello nominated B James for two years at large, seconded. All in favor. Bob James is taking over for Cassie Farley seat given up in 2024/
- c. Still have VT (2 yr) with 3 members; N Canavan staying on (?) KD will confirm. Leaves two more openings. V. Alkova will stay on. L Gandia happy to stay as well.

### 3. Treasurer's Report – J. Boufford

- a. MOTION to review the month end Financials for Sept. and Oct. 2025. Budget vs. actual is 92% and expenses at 68% compared to last year, seems to be consistent. MOTION was SECONDED and APPROVED.
- b. Review and Vote to Approve 2026 NECPE Budget – biggest thing is last year we did not increase budget last year when approved a deficit budget; looks like deficit is going to be larger than expected. With no increase, expected to be another deficit budget. As treasurer, can see that we can make another deficit budget for 2 maybe 3 years. Recommends a slight increase, but also need to deal with Moodys issues. Can go forward with an even budget, but to address deficit would have to go from \$580 to \$700. Maybe \$620. as a compromise? M Bacon: might be at point that we need to increase. Also would need to deal with Moodys and indicated that we are in deficit budget and demand a credit for the failure of Moodys to deal with issues, and hold vendor accountable.
- c. K DeMello: reading email from Shane said could offer MarketPro to all members for less than what paying now, however would have to move the contract up. They would increase dues as they go along. Would pay (\$24k) less next year. Last week, public policy committee the subject of NECPE came up, and David Choate, Ralph Valenine and Chris Norwood indicated might be a good idea for us to meet up with PrimeMLS. B Dano was at meeting and said to them that we were looking into alternatives in the background. Committee had stepped out of line. Meeting on December 10<sup>th</sup> to hear what they have to say. Background - 10 years ago Prime MLS approached, but we resisted because we would lose control over the data. Need to make sure that we are covering states that are members. M Bacon: as in Maine Flex MLS; would lose our value by way of comps. At time they were not willing to compromise on MLS rules; a number of reasons dead before it gets to the table, but at least we should entertain but if not covering all states then not going to move forward.
- d. While in Houston, Andrea Goodheart director of sales for RPR talked about Moodys and how they restrict RPR info that appears on our platform. Matt Francis (rep for Resimplify, former Catalyst) was there also. A number of groups have moved over to Resimplify and are very happy with it. Nancy Allen (MI Board of R) highly recommended it also. M Lefebvre: he had a conversation with LEASEUP which has tool to aggregate data; developer interested in creating custom platform that we would have more control of at a substantially less cost; Moodys has tried to buy him out in past. Reaffirms position not to get into 3 year contract w Moodys. Would recommend extending contract for one year until January 2027 and let them show us the improvements, and at same time we can look into alternatives. A lot more products out there, in a position now not to sign up for 3 years. K DeMello: thinks Shane is trying to save the account. M Bacon: agrees to extend one more year so long as he drops price and give chance to show that product is worthy.

Not renewing in June unless we can prove to members that are worth it (double down on it). Whole committee can have the conversation with Shane. LEASEUP indicated a significant reduction in price with no upfront costs. Possible because of advance in technologies that many products are going to be less than Moodys. K DeMello: cautioned that need to make sure that works well with RPR interface and SEO. J Bouffard: maybe pause on the price increase. M Lefebvre: indicated Moodys unwilling to do SEO; that doesn't work for NECPE, may need to take a future electronic vote on this, or K DeMello call a special meeting. Committee needs to decide how to move forward and respond to Shane. E Ash: prior to this, did 3year contract with opt-out ability with proper notice which would be helpful in order to assess other options. Committee consists of Kathy, Matt B, Matt L, Ethan, Scott Forte and Brice O'Connor.

- e. Vote on budget – don't bill until July. Can accept the deficit budget with ability to review and increase prior to billing. The committee will review alternative platforms and can adjust the budget fees and dues if needed at a later date, before June 1, 2026. MOTION made and SECONDED. All in favor, motion carries.

4. **Office Administration Report** – A. Ropes

- a. 12 inquiries 7 NH 5 ME. Helpdesk issues, adding members. Status quo.

5. **New Business**

- a. M. Lefebvre brought up Prime MLS issue. K DeMello: we should be putting off that meeting. Some rumors that all MLS will become centralized. M Lefebvre: cancel meeting but with a series of questions that will help us for a future meeting. E Ash: biggest concern to own our data. K DeMello will reach out to Matt and David.

6. A **MOTION** to adjourn the meeting was **SECONDED** and **APPROVED**. Meeting adjourned at 10:54 am.

Respectfully submitted,

Rose Culver  
Secretary NECPE